

Message Text

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PAGE 01 OSLO 03967 170930Z
ACTION EUR-12

INFO OCT-01 ISO-00 SOE-02 AID-05 CEA-01 CIAE-00
COME-00 DODE-00 EB-08 DOE-15 H-01 INR-10 INT-05
L-03 NSAE-00 OMB-01 PM-05 OES-09 SP-02 SS-15
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O 170902Z AUG 78
FM AMEMBASSY OSLO
TO SECSTATE WASHDC IMMEDIATE 6320

C O N F I D E N T I A L OSLO 3967

E.O. 11652: GDS
TAGS: ENRG, NO
SUBJECT: NORWEGIAN OIL AND ENERGY MINISTRY REQUEST FOR MEETING WITH
SECRETARY SCHLESINGER

REF: OSLO 2747

1. WE HAVE LEARNED THAT THE NORWEGIAN EMBASSY IN WASHINGTON HAS REQUESTED AN APPOINTMENT FOR OIL AND ENERGY MINISTER BARTMAR GJERDE WITH DOE SECRETARY SCHLESINGER FOR THE AFTERNOON OF SEPTEMBER 8 OR, IF NEED BE, AT ANY TIME ON SEPTEMBER 9. GJERDE WILL BE ENROUTE TO OSLO FOLLOWING A SOUTH AMERICAN TOUR TO PROMOTE NORWEGIAN OIL TECHNOLOGY AND HE HAS CONCLUDED THIS WOULD BE A GOOD TIME TO ASK SECRETARY SCHLESINGER FOR AN ASSESSMENT OF THE PROSPECTS FOR THE PROPOSED KVAERNER GROUP/NIGC/COLUMBIA POWER LNG IMPORT DEAL. (REFTEL)

2. IF AT ALL POSSIBLE, WE URGE SECRETARY SCHLESINGER TO AGREE TO A MEETING WITH GJERDE. AS WE HAVE REPORTED, THE KVAERNER GROUP'S CONTRIBUTION TO THIS ARRANGEMENT WOULD BE THE LARGEST INDUSTRIAL ORDER EVER FOR A NORWEGIAN FIRM. AT A TIME WHEN RISING COSTS CONTINUE TO SHARPLY
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PAGE 02 OSLO 03967 170930Z

ERODE THE INTERNATIONAL COMPETITIVENESS OF NORWEGIAN INDUSTRY AND UNEMPLOYMENT IS EXPECTED TO RISE CONSIDERABLY IN THE NEAR FUTURE, THIS ORDER IS SEEN BY LABOR, THE RULING LABOR PARTY AND THE PUBLIC AS AN IMPORTANT PROVIDOR OF KEY JOBS AND IS THUS EXTREMELY SENSITIVE POLITICALLY. THE PROJECT HAS BEEN OVERSOLD HERE BY KVAERNER AND THE GON AND EXCEPT FOR OUR DISCUSSION WITH KEY PEOPLE AND

A RECENT ARTICLE THE TRADE MAGAZINE NORTHERN OFFSHORE WARNING THAT THE DEAL IS BY NO MEANS ASSURED PASSAGE, LITTLE HAS BEEN DONE TO EXPLAIN TO NORWEGIAN LABOR AND THE PUBLIC THAT THE ORDER IS BY NO MEANS ASSURED. A MEETING WITH GJERDE WOULD HELP GET THE FACTS OUT IN THE OPEN, THUS HEADING OFF SUDDEN DISAPPOINTMENTS THAT COULD SPILL OVER ON U.S. INTERESTS IN NORWAY IN GENERAL, PARTICULARLY WITH RESPECT TO NORTH SEA OIL DEVELOPMENTS.

3. PENDING CONFIRMATION THAT A MEETING WILL ACTUALLY TAKE PLACE (AND A BETTER LINE ON CURRENT DEVELOPMENTS IN THE CONGRESS), THE GON HAS DECIDED NOT TO MAKE PUBLIC THAT GJERDE IS SEEKING A MEETING WITH SCHLESINGER. IF A MEETING TAKES PLACE, GJERDE WILL BE ACCOMPANIED BY OLAV SITJE, INDUSTRY MINISTRY UNDERDIRECTOR, MICHAEL GROENNER, DIRECTOR OF KVAERNER'S MOSS-ROSENBERG PLANT AND MFA SPECIAL ADVISOR FOR LATIN AMERICAN AFFAIRS PER RAVNE. BREMER

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Message Attributes

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Draft Date: 17 aug 1978
Decaption Date: 01 jan 1960
Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
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